



The World's New Standard of Care for Medical Transport

January 8, 2007

Mark Bisom

Fax: 406-841-2728

Re: M2TAP Program

Mark,

I'm the Vice President of Marketing for Doctor Down, Inc. in Polson, Montana. We are set to begin working with Leesa Nopper of the M2TAP Program and look forward to availing ourselves of her excellent services.

I was lucky enough to see Leesa at a Marketing Seminar in Eureka, Montana last fall and knew right away that she could be instrumental in taking Doctor Down, Inc. to the next level.

We encourage you to continue the M2TAP Program. I'm sure we're only one of many small companies in Montana that need and appreciate the assistance of this program.

Thank you,

Angela Nolan V.P., Marketing

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96 RD 255 Glendive, MT 59330 Phone: (406)687-3874 E-mail: luffas@midrivers.com www.whoopupcreekluffas.com

To Whom it may Concern;

Marketing is always a concern for a business and as small business it is one that is sometimes must be put on the back burners. In 2006 I was a participant in the Glendive seminar where I was fortunate enough to participate in a class that was ran by Leesa Nopper of Marketing Works! After the seminar I decided to apply for an MTAP. It was with great pleasure that I found out that I was the recipient of the MTAP. This grant gave our company the ability have a outstanding marketing firm work for us. Something that we could never had dreamed of having.

Whoopup Up Creek Luffa is a small family run Made in Montana Business. Whoopup Creek Luffas makes a variety of soaps with luffas that are grown at our farm and also purchased from Texas. Our company is a wholesale company that covers over 20 states and has 6 independent rep firms that represent our products.

During this year I received a phone call from a Martha Steward Living television show producer. Their interest was to demonstrate on their show how to make soaps with luffas. MTAP advised me on the best way to proceed with Martha Steward Living to promote my products in exchange for sharing my products. The producer did list Whoop up Creek Luffas on their web page for two weeks and I has gotten over 30,000 hits from customers as a direct result of this publicity. Leesa further advised me on how to capture those customer names and contact information in order to build a profitable out of state mailing list. Leesa also got distribution in two Bozeman Hallmark stores and was told that if luffas are a hot seller, the local store will provide the national contacts for a larger distribution area. Leesa and her Company have been a great help in helping focus our business on the right marketing strategies and gears her suggestions to fit our situations it has bee a great pleasure to work with her.

Amy Deines
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January 8, 2007

To Whom It May Concern:

My name is Lee Arbuckle of Arbuckle Ranch, Inc. and Native Seedsters, LLC of Billings and Alzada. I discovered and patented a new technology for harvesting a difficult to harvest native grass seed. Our research since then has shown it is effective in harvesting some of the most difficult to harvest native grasses in the world.

However, after discovery it's no easy feat to bring a new technology to market, even a niche market. It was far more than my wife and I could take on alone. Leveraging a large investment by Arbuckle Ranch with two Phase I/Phase II USDA Small Business Innovation and Research (SBIR) grants we mobilized excellent Montana advice and support services for design, construction and extensive testing of the components of our cutting edge harvester. The SBIR program of the MT Department of Commerce, the MT Manufacturing Extension Center (MMEC), and the Montana Business Incubator at MSU/Billings provided crucial support.

With a grant from the Montana Board of Research and Commercialization Technology we 1) described the harvest characteristics of American native grass seed species, and 2) used high speed video (@1,000 frames/sec) to record dislodgement and flight pattern of seed harvested by the Seedster and refine design.

In March 2007 we'll complete a five year R & D program and take the Arbuckle Native Seedster to market in the U.S. and Canada. In 2006 we had to prepare to "re-emerge" from the intense R & D process to sell the Seedster to the dispersed US market of about 700 specialized native grass seed producers. Leesa Nopper of MTAP coached us as we developed our strategic marketing plan, defining 1) distribution, 2) positioning of Native Seedsters LLC and the Arbuckle Native Seedster, and 3) a sales program.

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Selling the Seedster is the last but crucial step in the process of Seedster becoming a financial viable enterprise, the last link in this long chain of events of bringing a new technology to market. Our thanks to Leesa Nopper and MTAP...we're ready for the market.

Sincerely,

Lee Arbuckle

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Mountain Lake Fisheries, L.L.C.



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Jan. 8, 2007

Joint Appropriations Subcommittee on Natural Resources & Commerce Montana State Capitol, Room 317C

Dear Committee Members,

I am writing this letter in support of the Marketing Technical Assistance Program (MTAP), available through the MT Dept. of Commerce. The program has been of considerable help to my business.

Since 1991, my small company has been marketing wild lake whitefish, all caught from Flathead Lake and Flathead River by independent commercial rod and reel fishermen. Our two main products are frozen, vacuum packed fillets and Golden Whitefish Caviar. While we've been able to create a high demand, national market for our caviar, we've had considerable difficulty finding sufficient markets for our fillets. Being a relative small producer, we simply don't have the "economy of scale" necessary to compete with much larger whitefish processors outside the state. However, we have been able to create our own unique "niche" market within Montana, selling mainly to restaurants and resorts. Due to our unfamiliarity with markets outside our immediate area, finding new accounts in other parts of the state has always been difficult. That's why we were immediately interested when we learned of the MTAP. We applied immediately.

Upon acceptance into the program, Leesa Nopper, a marketing consultant in Bozeman, and her assistant, Katherine Dayton, were assigned to our case. There involvement brought immediate results. Through detailed evaluation, they were able to quickly grasp our unique marketing situation and determine a positive course for us. Though their tireless efforts on our behalf, we were able to quickly gain many new restaurant accounts within the Big Sky, Bozeman, and Livingston areas. In addition, their research revealed several other private state organizations, previously unknown to us, that will continue to be of great marketing assistance to us in future. I couldn't be more pleased with the benefits that our involvement with the MTAP has brought to us. For small Montana businesses like mine, often underfunded and lacking in marketing expertise, I believe that state support of such programs is critical to regional economic development.

Although marketing assistance is important, in closing I would also like to draw the committees attention to two other related problems that plague our state, especially as they concern Montana perishable food producers. The first concerns the severe shortage of refrigerated transport within the state. The second involves a lack of programs, such as found in other states, that assist small food producers in moderalizing their operations, making them far more competitive nationally. Both the MT Dept. of Agriculture and the MT Dept. of Commerce are well aware of these problems.

Cordially,

Ronald D. Mohn, Pres.